

## Message Text

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PAGE 01 STATE 194964  
ORIGIN NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 COME-00 /031 R

DRAFTED BY NEA/ARP:FHGERLACH:CEJ  
APPROVED BY NEA:SSOBER  
EB/TCA/OA:AWHITE  
USDOC/BDC/TCED:RMEYERS  
NEA/ARP:JRCOUNTRYMAN

-----061850 170600Z /21

R 170031Z AUG 77  
FM SECSTATE WASHDC  
TO AMEMBASSY JIDDA  
INFO AMCONSUL DHAHRAN  
USLO RIYADH  
AMEMBASSY LONDON  
AMEMBASSY ROME

UNCLAS STATE 194964

E.O. 11652: N/A

TAGS: EQIP, SA

SUBJECT: UNITED TECHNOLOGIES AND BOEING 747SP FOR KING  
KHALID

REF: JIDDA 2634 (NOTAL)

1. DEPT'S SUPPORT HAS BEEN REQUESTED BY UNITED TECHNOLOGIES (PRATT AND WHITNEY) IN ITS EFFORT TO WIN CONTRACT FOR ENGINES TO BE USED IN BOEING 747SP BEING PURCHASED BY KING KHALID. COMPANY POINTS OUT THAT WINNER OF THIS CONTRACT WOULD HAVE INSIDE TRACK TO PERHAPS DOLS 200 MILLION IN ENGINE ORDERS FOR BOEING 747 CARGO PLANES WHICH SAUDIA IS EXPECTED TO ORDER. COMPETITION, ROLLS ROYCE, IS TOUGH BECAUSE ROLLS ENGINES ARE ALREADY IN SAUDIA'S LOCKHEED  
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L-1011 AIRCRAFT AND BECAUSE HMG HAS GIVEN THE UK COMPANY STRONG SUPPORT.

2. ASSUMING NO OTHER US FIRM IS EFFECTIVELY IN RUNNING FOR THIS SALE, EMBASSY IS AUTHORIZED TO MAKE APPROPRIATE REPRESENTATIONS ON BEHALF OF UNITED TECHNOLOGIES. EMPHASIZE FACT THAT PRATT AND WHITNEY ENGINES HAVE BEEN

EMPLOYED SUCCESSFULLY BY 47 AIRLINES THROUGHOUT WORLD,  
INCLUDING ON 747SP AIRCRAFT NOW FLYING NON-STOP BETWEEN  
BAHRAIN AND NEW YORK AND BETWEEN NEW YORK AND TOKYO. WITH

OVER 19 MILLION HOURS OF OPERATION, ENGINE HAS BEEN  
THOROUGHLY TESTED AND HAS OVER FIVE TIMES SERVICE EX-  
PERIENCE OF COMPETING ENGINE OFFERED BY ROLLS ROYCE.

3. UNITED TECHNOLOGIES LETTER TO SECRETARY POUCHED TO  
POST AUGUST 10. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BUSINESS FIRMS, PROPOSALS (BID), CONTRACTS, AIRCRAFT ENGINES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 17-Aug-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1977STATE194964  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** FHGERLACH:CEJ  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**Reference:** 77 JIDDA 2634  
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**Status:** NATIVE  
**Subject:** UNITED TECHNOLOGIES AND BOEING 747SP FOR KING KHALID  
**TAGS:** EQUIP, EAIR, SA, US, UNITED TECHNOLOGIES  
**To:** JIDDA  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009